



# Reasons to Consider Trade Credit – Middle Market

We provide a range of Trade Credit insurance products and risk management services for mid-market businesses, with a turnover typically ranging from \$10-150 million.

## AIG as a Partner



**Solid Foundation**  
Dedicated mid-market underwriting team



**Specialist Expertise**  
Decades of trade credit experience



**Consistent Approach**  
Non-cancellable policy for a changing economic environment



**Claims Expertise**  
Proactive support with swift claims resolution

## Key Differentiators

### Non-Cancellable Limits in our DNA

- We partner with our clients to offer a unique Middle Market credit insurance solution combining non-cancellable credit limits and ground-up cover

### Low Touch with Automated Policy Compliance

- Dynamic Credit Management tool that supports the policy with: easy set up (via our web-based platform), automated trading experience calculator, simplified policy administration and claims process

### 360° Account Ownership

- A dedicated Trade Credit Underwriter works with you to design, structure and service a program that meets your needs

### Confidence in our Claims Commitment

- On average we provide initial payment on claims received within 33 days\* with dedicated claims handlers to guide you through the process

## Market Differentiators



**Non-Cancellable Limits with Ground Up Cover**  
Certainty, stability, low maintenance



**Dynamic Credit Management Tool**  
Real-time information, tracks the cost of late payments



**Low Maintenance**  
Low touch with automated policy compliance and claims process



**Dual Pen**  
Dedicated Underwriter making decisions

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\*AIG middle market data for 2023 (based on the number of days between notification and payment for the claims received).

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